1 Day SNP Course price

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| BIMCO/HKSOA member | EUR 600 |
| Non-member | EUR 800 |

Discounts

10% group discount is available for registering 3 or more participants from the same company. Cannot be combined with any other discount.

Overview

The Sale & Purchase (S&P) Masterclass examines the mechanisms and processes behind the sale and purchase of vessels.

What will you learn?

Some of the topics the course will cover are:

* Introduction to BIMCO’s new form SHIPSALE 22
* The development of SALEFORM from 1987 to 1993 and to 2012 and how it compares with SHIPSALE 22
* Memorandum of Agreement (MOA) – legally defined
* Physical condition of the vessel; sale by description, inspections regime
* The sale price; market value, spares, exclusions, bunkers, taxes, fees, expenses
* Sellers’ obligation to deliver the vessel free from encumbrances
* Examination of the choices of governing law and arbitration
* Overview and analysis of dispute resolution options and their pros and cons
* Non-performance; Force Majeure, total loss, Buyer’s breach, Seller’s breach
* Entire Agreement clause
* Payment considerations; Lodging the Deposit, Payment of the Purchase Price, Payment for bunkers, greases and oils
* Delivery; Financial closing meeting and documentary requirements
* Post-delivery considerations; Change of name / funnel markings, Post-delivery documentary obligations, Seller’s warranties, Latent defects

Signup link

[Sale & Purchase Seminar (bimco.org)](https://www.bimco.org/training/courses/2023/1215_snp_hong-kong)